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DS&E NEWS RELEASE

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TECHNICAL DEMAND PROGNOSIS: CLOUDY

Demand for engineers and scientists, as measured by a key recruiting indicator, closed out 1985 somewhat stronger than in the prior several months. The index, compiled as a three-month running average, was buoyed by a flurry of activity in January 1986.

This was reported today by Marjorie Freedland, Director of Research at Deutsch, Shea & Evans, the recruitment advertising subsidiary of Foote, Cone & Belding Communications, Inc. DSE has been conducting research on employment, recruiting and other aspects of human resources since 1950.

The HIGH TECHNOLOGY RECRUITMENT INDEX, DSE's barometer of technical demand, stood at 110 in December--a 9-point gain over November--and its best showing since May. However, the December figure was well below the 125 registered in December 1984.

The single-month figure for January 1986 rose to 128 from 99 in December 1985. But the January level, too, was below that of the comparable month a year earlier, 135.

(MORE)

According to Ms. Freedland, "At the end of 1985, the HTRI moved slightly upward despite the depressed state of many high tech sectors. This improvement may have been due to an effort early in January to fill a backlog of positions. Overall, 1985 averaged 112, only modestly above the base-year norm of 100, and more than 20 points below the 1984 annual average, 133. The increase recorded for single-month January 1986, must be regarded as temporary, in view of current technical layoffs stemming from the shuttle disaster. Another factor to be considered is the cautious stance of defense contractors in holding the line on technical staffing in anticipation of possible impending limits on military spending.

HIGH TECHNOLOGY RECRUITMENT INDEX

(1961=100; Seasonally Adjusted)

Month	Single-Month Figure	High Technology Recruitment Index*
December, 1984	120	125
January, 1985	135	126
February	123	127
March	122	122
April	121	118
May	109	112
June	105	108
July	110	105
August	100	108
September	113	104
October	100	106
November	104	101
December	99	110
January, 1986	128	--

*Based on a 3-month running average

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